



# The MODEM

**An introspective journey towards  
ourselves as decision takers**

**The most advanced holistic model  
for managerial decision making skills**

**"The MODEM – The lecture" is a 1.5 hours condensed  
version of the full 2 days MODEM seminar**

The MODEM is a highly interactive seminar aimed at enhancing and improving decision taking processes by empowering the decision maker rather than by providing him with recipes.

The participants go through an inner self journey of five milestones in the attempt of self strengthening and exploring new internal powers.

The MODEM was developed by Dr. Yehuda Hamovitz



The MODEM at Almaty international school for business - Kazakhstan

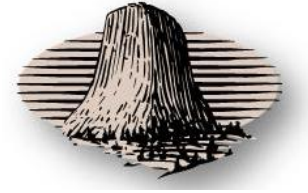


The MODEM at faculty of economics – University of Ljubljana - Slovenia



**The five milestones are:**

1. **Me** – the one who takes the decisions.
2. **Others** – the influencing environment in which the decision is taken.
3. **Decisions** – improved attitude toward better decisions.
4. **Emotions** – understanding and manipulating the emotions involved.
5. **Mistakes** – how to deal with them and how to avoid them



The MODEM at the Faculty of economics and business administration of the University of Tirana -Albania



The MODEM at the faculty of economics and business administration at the University of Sofia - Bulgaria

**The MODEM seminar and lecture is aimed at:**

CEOs, CxOs, Board members, Executives, Directors,  
Senior managers, Decision takers

Duration: 1.5-2 hours

Max. Number of participants: unlimited, preferable up to 50



## The MODEM's five milestones

### 1<sup>st</sup> Milestone: Me

- a. Who is me?
- b. How do I define myself?
- c. What are my expectations from myself?
- d. Where do I want to go?
- e. What are my interests?

### 2<sup>nd</sup> Milestone: Others

- a. Who are my "significant others"?
- b. What should I tell them?
- c. What do I want to tell them?
- d. What do I want to achieve?
- e. How to become influential?

### 3<sup>rd</sup> Milestone: Directions

- a. What is the right way for me?
- b. How would I find the right way?
- c. How to choose between the ways?
- d. The dilemma: Short or Sure?
- e. How to avoid the matrix?

### 4<sup>th</sup> Milestone: Emotions

- a. How do I feel while taking decisions?
- b. How to overcome anxiety?
- c. How should I manage my energies?
- d. How should I deal with resistance?
- e. How to feel good with myself?

### 5<sup>th</sup> Milestone: Mistakes

- a. How should I handle mistakes I already did?
- b. How should I avoid future mistakes?
- c. How should I overcome my failures?
- d. How to cope with bad times?
- e. How to feel good about my mistakes?



The MODEM at the faculty of engineering and management of the "Gheorghe Asachi" technical university of Iasi - Romania



The MODEM at the faculty of economics and business administration within Ioan Kuza university of Iasi - Romania.

**For further information:**

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